





# **ANNUAL REPORT**



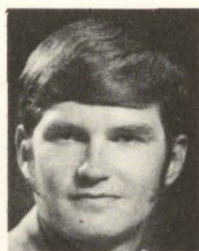
***Greater Gary  
Chamber of Commerce***

**1970-1971**

1970 - 1971 Officers



A. E. Hills  
President



Cliff Wallman  
Tax & Govt.



Mamon Powers  
Public Affairs



Richard Dering  
Administration



James Dandurand  
Economic Development



Paul Guist  
Membership



C. D. Tully  
Secretary



Phillip McFarren  
Treasurer



Robert Waechter  
Executive V.P.



*Thirty-First Annual Meeting*

*GREATER GARY CHAMBER OF COMMERCE*

*Installation and Awards Dinner  
7:00 P.M. - Wednesday, July 7, 1971*

*Downtown Holiday Inn  
Gary, Indiana*

*SOCIAL HOUR*

*INVOCATION - Reverend Robert Lowery*

*INTRODUCTION OF GUESTS*

*REVIEW: 1970 - 1971    A. E. Hills  
                             Retiring President*

*PLANS:    1971 - 1972    Robert J. Burbee  
                             President-Elect*

*AWARDS - To Chamber Members for Special Services  
             to the Chamber and the Community*

*WELCOME - Special Citation to Miss Indiana,  
             Patricia Patterson of Gary*

*CLOSING REMARKS - Robert H. Waechter  
                         Executive Vice President*

A W A R D S

1971 - 1972

Special recognition awards were made to the following Chamber members for special efforts and service to both the Chamber and the Community:

*Ralph Bean - Gary-Hobart Water Corporation*  
*Clarence Borns - Call, Call, Borns & Theodoros*  
*Charles Burton - NIPSCO*  
*Eugene Busby - United States Steel Corporation*  
*Gary Hill - Bank of Indiana*  
*Raymond Kastendieck - Architect*  
*Edward Lehocky - United States Steel Corporation*  
*Carl Lovely - Greater Gary Chamber of Commerce*  
*Walter J. McCarthy - The Post Tribune*  
*Phillip McFarren - United States Steel Corp.*  
*Richard Melvin - The Anderson Company*  
*Theodore Nering, Jr. - Nering's Plastics*  
*Mamon Powers, Sr. - Powers & Sons Construction*  
*Dr. Paul A. Stephens - Dentist*  
*George Uzelac - Greater Gary Chamber of Commerce*  
*Clifford G. Wallman - Illinois Bell Telephone*  
*John J. Williams - Gary National Bank*

Each of the above men received a specially inscribed trophy from President-Elect Robert J. Burbee.



OFFICERS  
1970 - 1971

PRESIDENT  
A. E. HILLS

VICE PRESIDENT ADMINISTRATION  
Richard Dering

VICE PRESIDENT GOVERNMENT & TAX RESEARCH  
Clifford Wallman

VICE PRESIDENT PUBLIC AFFAIRS  
Mamon Powers

VICE PRESIDENT MEMBERSHIP  
Paul Guist

VICE PRESIDENT ECONOMIC DEVELOPMENT  
James Dandurand

SECRETARY  
TREASURER  
EXECUTIVE VICE PRESIDENT

C. Darrow Tully  
Phillip McFarren  
Robert H. Waechter

EXECUTIVE COMMITTEE

Clarence Borns, Attorney at Law, CALL, CALL, BORNES & THEODOROS  
Robert J. Burbee, General Manager, SEARS, ROEBUCK & COMPANY  
L. I. Combs, Jr., President, L. I. COMBS & SONS, INC.  
James L. Dandurand, President, BANK OF INDIANA  
Richard Dering, Partner, GARY OFFICE EQUIPMENT COMPANY  
Paul Guist, Manager, Glen Park Branch, GARY NATIONAL BANK  
A. E. Hills, General Manager, CREDIT BUREAU OF GREATER GARY, INC.  
Walter McCarthy, Business Manager, THE POST TRIBUNE  
Phillip McFarren, Tax Division, UNITED STATES STEEL CORP.  
Mamon Powers, President, POWERS & SONS CONSTRUCTION COMPANY  
Paul A. Stephens, DOCTOR OF DENTAL SURGERY  
C. Darrow Tully, Associate Publisher, THE POST TRIBUNE  
Robert H. Waechter, Executive Vice President, GREATER GARY CHAMBER OF COMMERCE  
Clifford G. Wallman, Manager, ILLINOIS BELL TELEPHONE COMPANY  
John J. Williams, Senior Vice President, GARY NATIONAL BANK

STAFF

Robert H. Waechter, EXECUTIVE VICE PRESIDENT  
George Uzelac, Jr., DIRECTOR, GOVERNMENTAL & TAX RESEARCH  
Carl Lovely, PUBLIC AFFAIRS, SPECIAL ASSISTANT to the EXECUTIVE VICE PRESIDENT  
Lorna Rudolf, SECRETARY to the EXECUTIVE VICE PRESIDENT  
Sally Remijan, SECRETARY, GOVERNMENT & TAX RESEARCH  
Maxine Young, SECRETARY, PUBLIC AFFAIRS  
Norma Perez, RECEPTIONIST



GREATER GARY CHAMBER OF COMMERCE

COMMITTEES 1970 - 1971

ADMINISTRATIVE

Richard Dering, Vice President

Budget & Finance - Treasurer Phillip McFarren, Chairman

Nominating - Immediate Past President Clarence Borns, Chairman

ECONOMIC DEVELOPMENT

James L. Dandurand, Vice President

Transportation - Leroy Fisher, Chairman

Education - Patricia Dilts, Chairman

GOVERNMENT & TAX RESEARCH

Clifford G. Wallman, Vice President

Legislation - Clifford Wallman & Sidney Feldman, Co-Chairmen

Tax Research - Walter J. McCarthy, Chairman

MEMBERSHIP

Paul Guist, Vice President

Membership - Eugene Busby, Chairman

PUBLIC AFFAIRS

Mamon Powers, Vice President

Civic Affairs - Charles Quenette, Chairman

Public Relations - Richard Green, Chairman



## PRESIDENT'S REPORT

A. E. Hills  
1970 - 1971

The past year was eventful, and there's every reason to believe that this coming one will be also. In order to put things in perspective, a brief review is in order.

The Chamber year began with extensive review of budgets, meetings, presentations, reports and statements. A number of positive recommendations were offered.

The concern about taxes, cost of governmental services and what services are provided is a legitimate concern of the Chamber of Commerce. In spite of criticism, the Committees and the staff who worked on these matters are to be sincerely thanked for their efforts, and the service they rendered to this community. Active interest and inquiry into government is an important part of our broadly based organization.

Through the efforts of the Chamber and the Gary Industrial Foundation, several new and expanded organizations began operation: Joyce Sportswear, Suburban Electric Company, Lok-In Products, and Ford Motor Company. Negotiations for these projects involved months of time and many hours of volunteer time. These efforts continue.

The Chamber offices house these organizations now: The Downtown Gary Merchants Association, the Greater Gary Arts Council, the Jaycees, Better Business Bureau of Northwest Indiana, Lake County Auto Theft Prevention Bureau, and Senior Little League Headquarters.

A continuing display of paintings by Gary artists in the Chamber offices has drawn attention to the fact that there are a number of fine artists in this area, and also, that there are a number of people who will and do purchase these creations when given an opportunity to view them.

During the year, the Civic Affairs Committee presented several awards to outstanding policemen for their work in the line of duty. The Chamber played host to a group of school children for lunch, in recognition of their special efforts in making posters to draw attention to littering, clean-up, and brightening up. A reception was hosted by the Chamber for a group of visiting teachers.

Chamber members and staff spent a great amount of time assisting with the Miss Gary Pageant, City Council Committees, International Trade Conference, the Fourth of July Fireworks, Clean-Up Campaign, and developing promotional material for a Convention and Visitors Bureau.

From January to April of this year, Chamber staff and members were in Indianapolis helping to represent our interests there and also helping the legislators arrive at decisions that directly affected us - we who live and work in Northwest Indiana.



It is important to note that the Gary Chamber has proven itself as an important part of this state. We can't do it alone. Greater cooperation is needed, as well as greater participation on the part of the business community. It is interesting to note that in most large cities, the city government budgets an item of support directly for the Chamber to sell the area - Dallas, \$100,000; Buffalo, \$50,000; etc. Perhaps it is time for government here to look at this possibility for community development.

A number of new members have joined the Chamber this year - Black, White, and Brown. The Membership Committee has worked diligently in the face of apathy, negation, and bad weather in order to sell the idea of private involvement in our community. They have been increasingly successful.

I wish Bob Burbee every success and support. He has a fine group of officers, and I'll do my part in whatever way is necessary.

ROBERT WAECHTER'S REMARKS  
Executive Vice President

Since I seldom have a chance to speak, I will use this opportunity, briefly. Congratulations to:

Illinois Bell - New Facility  
United States Steel - New Bar Mill  
Joyce Sportswear - Expanded Operations  
The Anderson Company - Foreign Exporters

and others who have expanded or improved their property  
and operation - - - We All Benefit!

We have fantastic natural and man-made resources within Gary and the surrounding area - lake shore, Marquette Park, expressway system, Indiana University, coho fishing, boating, National Sands Lakeshore Park, the Port of Indiana, hotel-motel facilities, and PEOPLE!

Our area has its problems: So do others. I am concerned that it seems to be "government versus business" here, rather than public and private. Legitimate questions are entitled to courteous, reasonable response. Public documents are neither sacred nor secret writings; they are suggested ways to solve problems - real or imagined. A loyal opposition is just that, loyal - offering its suggestions and solutions to common problems!

It seems as though all the ingredients of a great city and area are here, we just haven't yet found the combination for mixing these ingredients. By continuing to work on it though, we're bound to find this combination.

Thank you for coming; Good Night.



## GOVERNMENT & TAX RESEARCH REPORT

Clifford G. Wallman - Vice President  
Walter J. McCarthy - Tax Committee Chairman  
Dr. Sidney Feldman - Legislative Committee Chairman

Each spring the Chamber's Tax Committee and staff begin the long process of budget analysis of area taxing units' proposals for the coming year. This process involves reviewing the proposed budgets presented by each taxing unit; comparison of budgets for several years; development of recommendations to be presented to the governing bodies responsible for approving the various budgets; and developing of appeals, as appropriate, to be made before various county and state review bodies.

As can be seen from newspaper and radio reports throughout the year, the Chamber's recommendations are met with varying degrees of acceptance by the government units, the general public and special interest groups. The fact remains that the only objective, private watch dog is the Chamber, and this organization is sought out publicly and privately for consultation.

Taxes are considerably lower in Gary and Lake County due to the remonstrances, alternative suggestions and constant review by the Greater Gary Chamber of Commerce.

This past winter also included a session of the state legislature. The Gary Chamber maintained an office in Indianapolis, along with East Chicago, Evansville, Fort Wayne, and South Bend in a cooperative effort to keep the business community informed and up to date on what was going on in the legislature and the possible effect of various pieces of legislation.

While little meaningful tax reform legislation was passed, a considerable amount of time was spent by Chamber staff and members reading and reviewing legislation as well as making suggestions for improvement in the pieces of legislation. From now on, the legislature will meet each year.



## MEMBERSHIP REPORT

Paul Guist - Vice President  
Eugene Busby - Committee Chairman

The Membership Committee continued its difficult work this year with several high points. Ralph Bean, Gary-Hobart Water Company, continues to shine and makes more personal calls than anyone in promoting the Chamber.

Ed Lehocky, Gene Busby, and Dave Carr (United States Steel) were responsible for a number of new members this year, as well as increased support from current members, this past year.

A broadly based membership is necessary for a Chamber to exist and be effective. The mixed attitudes and ideas of businessmen in this area have made the job of the Membership Committee difficult. Thought is being given to other possible ways of encouraging membership in the Chamber. Perhaps the Chamber has been taken for granted too long.

## PUBLIC AFFAIRS REPORT

Mamon Powers - Vice President

Public Affairs activity included an International Trade Seminar, in cooperation with the United States Department of Commerce and the Port of Indiana. A considerable amount of time was used to assist with the Miss Gary Pageant, which then led to the Miss Indiana Pageant for Miss Pat Patterson of Gary. Chamber staff and members contributed substantially to these events.

This year saw the formation of the Visitors and Convention Committee. Through the auspices of the Chamber, hotel, motel, restaurant, and travel agency people were invited to meet and discuss how to promote Gary as a convention and visitor's center. The group continues to meet regularly. Members set up and man information booths at convention headquarters, answering questions, distributing informational pieces and assisting visitors in any way that they can.

In addition to on-the-spot activities, letters and personal contacts are made, inviting and encouraging groups to come to Gary. Several conventions are already scheduled for the summer and fall, and efforts are continuing in developing future possibilities. The group itself is enthusiastic and encouraged by the response received so far, and this positive attitude and approach is refreshing and rewarding.



## ADMINISTRATIVE REPORT

Richard Dering - Vice President

During the past year, two more organizations - the Jaycees and the Downtown Gary Merchants Association - have made the Chamber offices their headquarters. These organizations, plus the Better Business Bureau and the Greater Gary Arts Council, find the convenience of location and facilities to be an asset in the operation of their activities also.

Carl Lovely was added to the staff to work in the areas of public affairs and membership. Carl's background will contribute to the Chamber's programs in these areas and his knowledge of Northwest Indiana will be a valuable asset in his work.

The Chamber Conference Room is being used increasingly, as a meeting place for groups. The Lake County Auto Theft Prevention Bureau meets regularly here; the Small Business Administration, and special presentations by individuals and groups find it convenient to meet at the Chamber.

As a result of increased efficiencies, savings in time and materials, and better planning, the Chamber's financial position improved substantially over the previous year.

## ECONOMIC DEVELOPMENT REPORT

James Dandurand - Vice President

In cooperation with the Gary Industrial Foundation, Chamber members and staff were pleased to see the opening of the new and expanded Joyce Sportswear facility at 15th Avenue and Michigan Street. Joyce Sportswear is a manufacturer of attractive women's sportswear and employs over 200 women. The facility includes space for expansion, and business has been good

Suburban Electric Company, formerly of Hammond, has moved to Gary and has completed a very attractive facility on Michigan Street, near 15th Avenue. Suburban is a large commercial contractor doing business throughout northern Indiana.

Negotiations have been completed with Ford Motor Company for the construction of a facility to service custom-made, heavy-duty truck tractors. This building will be built at the corner of 15th Avenue and I-65.

The Chamber and the Foundation continue efforts to follow up on potential prospects, and to seek out potential new businesses and industries. It is important to remember that a good climate must exist for the development of new business and expansion of existing operations. The climate must include reasonable taxes, attractive surroundings in which employees can live, a good transportation system, and an adequate supply of competitive labor. Your Chamber works to improve all of these areas, since the continuing development and expansion of a strong economic base is dependent on a number of facets.



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Paul A. Stephens

VICE PRESIDENT GOVERNMENT & TAX RESEARCH  
Walter J. McCarthy

VICE PRESIDENT PUBLIC AFFAIRS  
Clifford G. Wallman

VICE PRESIDENT MEMBERSHIP  
Thomas Croll

VICE PRESIDENT ECONOMIC DEVELOPMENT  
C. Darrow Tully

SECRETARY

TREASURER

EXECUTIVE VICE PRESIDENT

Steve Gersack  
Phillip McFarren  
Robert H. Waechter

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Robert J. Burbee, General Manager, SEARS, ROEBUCK & COMPANY  
J. David Carr, General Superintendent, UNITED STATES STEEL CORP.  
Thomas Croll, Assistant Vice President, GARY NATIONAL BANK  
James L. Dandurand, President, BANK OF INDIANA  
Steve Gersack, Vice President, BANK OF INDIANA  
A. E. Hills, General Manager, CREDIT BUREAU OF GREATER GARY, INC.  
Walter J. McCarthy, Business Manager, THE POST TRIBUNE  
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Robert H. Waechter, Executive Vice President, CHAMBER OF COMMERCE

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Gloria Walton, ASSISTANT to DIRECTOR, GOVERNMENTAL & TAX RESEARCH  
Lorna Rudolf, SECRETARY to the EXECUTIVE VICE PRESIDENT  
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President



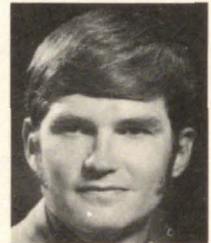
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Tax & Government



C. Darrow Tully  
Economic Development



Thomas Croll  
Membership



Clifford Wallman  
Public Affairs



Steve Gersack  
Secretary



Phillip McFarren  
Treasurer



Robert Waechter  
Executive V.P.



G R E A T E R   G A R Y   C H A M B E R   O F   C O M M E R C E

B o a r d   O f   D i r e c t o r s

1 9 7 1 - 1 9 7 2

DANIEL BARRICK, JR.  
Barrick Realty

RICHARD DERING  
Gary Office Equipment

CLARENCE BURNS  
Call, Call, Burns & Theodoros

ADOLPH J. FEINBERG  
Gary Downtown Improvement Association

DAVID BRAITHWAITE  
United States Steel Corporation

GUNNAR FOG  
Union Carbide - Linde Division

JAMES BREED  
Northern Indiana Public Service Company

ROBERT C. GASSER  
Gary National Bank

ROBERT J. BURBEE  
Sears, Roebuck & Company

STEVE GERSACK  
Bank of Indiana

CHARLES BURTON  
Northern Indiana Public Service Company

GLENN GINTERT  
Wilco Food Center, Inc.

EUGENE BUSBY  
United States Steel Corporation

PAUL GUIST  
Glen Park Branch, Gary National Bank

J. DAVID CARR  
United States Steel Corporation

JOSEPH HAAS  
W W C A

WILLIAM T. CLARKE  
Illinois Bell Telephone Company

GEORGE HALL  
Hall, Kane & Associates

THOMAS CROLL  
Gary National Bank

EUGENE HARRIS  
United States Steel Corporation

JAMES L. DANDURAND  
Bank of Indiana

TRAVER E. HARTILL  
United States Steel Corporation

WILLIAM B. DAVIS  
Hodges, Davis, Gruenberg, Compton & Sayers

ALVIN E. HILLS  
Credit Bureau of Greater Gary, Inc.

H. KENNETH HOCKENBERRY  
The Budd Company



B O A R D    O F    D I R E C T O R S

1 9 7 1 - 1 9 7 2

WILLIAM HOPPER  
*American Bridge Division, U.S.S.*

ROBERT McNEILL  
*Indiana University Northwest*

JOSEPH JANOWSKI  
*Gary Camera*

RICHARD MELVIN  
*The Anderson Company*

ROBERT KELLY  
*The Post Tribune*

RANDALL MORGAN  
*Ironwood Drugs*

RICHARD KIRSCHER  
*Bank of Indiana*

JOHN PILZER  
*Gary - Hobart Water Corporation*

KENNETH W. KIZER  
*Gary - Ellwood Works, U.S.S.*

MAMON POWERS  
*Powers & Sons Construction Company*

PAUL KLOTH  
*Gary National Bank*

EZELL REAVES  
*Bank of Indiana*

E. C. LARSON  
*The Anderson Company*

PAUL A. STEPHENS  
*Doctor of Dental Surgery*

EDWARD LEWIS  
*Midwest Steel Division, National Steel Corp.*

C. DARROW TULLY  
*The Post Tribune*

LEO LOUIS  
*Gary - Hobart Water Corporation*

ROBERT H. WAECHTER  
*Greater Gary Chamber of Commerce*

ROBERT A. LUCAS  
*Lucas, Clifford & Wildermuth*

CLIFFORD G. WALLMAN  
*Illinois Bell Telephone Company*

WALTER J. McCARTHY  
*The Post Tribune*

JOHN J. WILLIAMS  
*Gary National Bank*

PHILLIP McFARREN  
*United States Steel Corporation*

CAS WISEMAN  
*Meadows Apothecary*

MICHAEL ZAKUTANSKY  
*First Federal Savings & Loan Association*



